



Foreign Agricultural Service

GAIN Report

Global Agriculture Information Network

Voluntary Report - public distribution

Date: 9/24/2002

GAIN Report #CA2114

Canada

Market Development Reports

Canadian Food Brokers

2002

Approved by:

Gary Groves

U.S. Embassy

Prepared by:

Marilyn Bailey

Report Highlights:

For U.S. companies entering the Canadian market, it is important to find a Canadian food broker to help with the logistics of entering the country in addition to marketing products.

Includes PSD changes: No
Includes Trade Matrix: No
Unscheduled Report
Ottawa[CA1], CA

Association of Sales & Marketing Companies, International (formerly Canadian Food Brokers Association) - 2002/2003 Canadian Members' Directory - www.asmc.org

A sales and marketing agency is an independent contractor that derives its livelihood from providing a varied menu of services to manufacturers, with a focus on sales and marketing. Services provided vary; they include head office sales coverage, retail sales and merchandising, category management, consumer promotion, distribution assistance, invoicing, foodservice end user and distributor calls, order processing and more.

BRITISH COLUMBIA

Acosta Canada

#101-827 Belgrave Way
Delta, British Columbia V3M 5R8
Tel: (604) 520-6002 **Fax:** (604) 520-6898 **Web:**
www.acosta.com

Acosta Canada

2728 Spencer Road, Suite #110, Victoria, British
Columbia V9B 4C6
Tel: (250) 391-9189 **Fax:**(250) 391-9031

Contact: Doug Lawrence, Executive Vice President
& G.M. Western Canada

E-Mail: dlawrence@acosta.com

Product Categories: Beverages, Confectionery/
Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/
Retail, Frozen Foods, Foodservice, General
Merchandise, Health and Beauty Care, Health
Foods, Meat, Produce, Pet Foods/Supplies, Fresh
Seafood

Trades Called On: Convenience Stores, Discount
Stores, Drug Store, Foodservice & Institutional
Supply, Wholesalers/ Distributors, Grocery Trade,
Hypermarkets, Mass Merchandisers, Produce
Wholesalers, Wholesale/Price Clubs, Foodservice
Operators

Services: Food brokerage and Packaging

Concord National Inc.

303 Mountain Highway
North Vancouver, British Columbia V7J 2K7
Tel: (604) 986-7341 **Fax:** (604) 986-5061
Contact: Tony Luonogo, President, Pacific Region
E-mail: tony.luonogo@concordnational.com

Product Categories: Beverages, Confectionery/
Snack Foods, Dairy/Deli/ Bakery, Dry Grocer/
Retail, Frozen Foods, General Merchandise, Health
& Beauty Care, Health Foods, Meat, Private Label
Trades Called On: Bakery & Dairy Wholesalers,
Candy Wholesalers, Convenience, Discount & Drug
Stores, Deli Trade, Wholesalers/Distributors,
Frozen Food Distributors, Grocery Trade, Hardware
Trade, Hypermarkets, Mass Merchandisers, Military
Installations, Produce Wholesalers, Variety/Dept.
Stores, Vending Trade, Wholesale/Price Clubs,
Specialty Food Distributors

Services: Providing National sales & marketing
services representing manufacturers supplying the
grocery, drug, mass merchandise, club,
convenience, dollar store & hardware trades. Full
head office, retail & complete administrative
services are provided nationally in Canada.
Concord also offers buy/sell relationships and
supplies marketing services to a number of its
clients.

First National Food Brokerage Inc.

135 Glacier Street
Coquitlam, British Columbia V3K 5Z1
Tel: (604) 942-6022 **Fax:** (604) 942-1689
Contact: Robert McGowan, G.M.
E-mail: robertm@idfoods.com

Product Categories: Beverages, Confectionery/
Snack Foods, Dry Grocer/Retail, Frozen Foods,
Foodservice, Health Foods, Pet Foods/suppliers,
Private Label, Fresh Seafood

Trades Called On: Convenience Stores, Drug
Stores, Foodservice & Institutional Supply, Frozen
Food Distributors, Grocery Trade, Hypermarkets,
Mass Merchandisers, Wholesale/Price Clubs,

Specialty Food Distributors, Foodservice**International Pacific Sales Ltd.**

22111 Fraserwood Way
 Richmond, British Columbia V6W 1J5
Tel: (604) 273-0735 **Fax:** (604) 273-6720
Contact: Michael Driscoll, President
Email: Michael@intipac.com

Product Categories: Beverages,
 Confectionery/Snack Foods, Dairy/Deli/ Bakery,
 Frozen Foods, Foodservice, Health Foods, Meat,
 Private Label

Trades Called On: Bakery & Dairy Supply
 Wholesalers, Convenience Stores, Deli Trade,
 Foodservice & Institutional Supply, Wholesalers/
 Distributors, Frozen Food Distributors, Wholesale/
 Price Clubs, Foodservice Operators

Services: Foodservice broker in Canada.

PrimeLine Food Partners

Unite #339 - 17 Fawcett Road
 Coquitlam, British Columbia V3K 6V2
Tel: (604) 526-1788 **Fax:** (604) 526-1550
Contact: Grant Huxtable, President
Email: grant@primelinefoods.com

Product Categories: Confectionery/Snack Foods,
 Dairy/Deli/Bakery, Frozen Foods, Foodservice,
 Produce, Private Label

Trades Called On: Bakery and Dairy Supply
 Wholesalers, Convenience Stores, Deli Trade,
 Foodservice & Institutional Supply, Wholesalers/
 Distributors, Frozen Food Distributors, Produce
 Wholesalers, Foodservice Operators.

Services: Foodservice, Deli, C-Stores, Sales agency,
 Providing warehousing for Western Canada

ALBERTA**Acosta Canada**

51108 77th Ave. S.E.
 Calgary, Alberta T2C 2Z2
Tel: (403) 236-5505 **Fax:** (403) 5538
Web: www.acosta.com

Acosta Canada

#100-18017-105th Avenue
 Edmonton, Alberta T5S 2L5
Tel: 780-486-1998 **Fax:** 780-489-7721

Contact: Doug Lawrence, Executive Vice President
 & General Manager Western Canada
Email: dlawrence@acosta.com

Product Categories: Beverages, Confectionery/
 snack foods, Dairy/Deli/ Bakery, Dry Grocery/
 Retail, Frozen Foods, Foodservice, Health Foods,
 Meat, Produce, Pet Foods/Supplies, Fresh Seafood

Trades Called On: Convenience Stores, Discount
 Stores, Dry Store, Foodservice & Institutional
 Supply, Wholesalers/ Distributors, Grocery Trade,
 Hypermarkets, Mass Merchandisers, Produce
 Wholesalers, Wholesale/Price Clubs, Foodservice
 Operators.

Services: Food brokerage and Packaging

Advantage Sales & Marketing Canada Inc.

#100-3016-19th Street, N.E.
 Calgary, Alberta T2E 6Y9
Tel: 403-291-3288 **Fax:** 403-250-3374
Contact: Boyd Stevens, President & EEO
Email: boyd.stevens@asmcanada.com

Product Categories: Beverages, Confectionery/
 snack foods, Dry Grocery/ Retail, Frozen Foods,
 Foodservice, Health Foods, Pet Foods/Supplies,
 Private Label

Trades Called On: Convenience Stores, Drug
 Store, Foodservice & Institutional Supply,
 Wholesalers/Distributors, Frozen Food Distributors,
 Grocery Trade, Mass Merchandisers, Wholesale/
 Price Clubs, Specialty Food Distributors,
 Foodservice Operators

Services: Service Organization offering diversified,
 full services in the Consumer packaged goods
 industry to retail and wholesale outlets.

Concord National Inc.

#7 - 2611-37th Ave. N.E.
 Calgary, Alberta T1Y 5V7
Tel: 403-291-2818 **Fax:** 403-735-6224

Web: www.concordnational.com
Contact: Tim Moore, President, Prairie Region
Email: tim.moore@condordnational.com

Concord National Inc.
 #101-10470-176 Street
 Edmonton, Alberta T5S 1L3
Tel: 403-481-8235 **Fax:** 403-483-4007
Contact: Blaine Petkau, Branch Manager,
 Edmonton
Email: blaine.petkau@concordnational.com

Product Categories: Beverages,
 Confectionery/Snack Foods, Dairy/Deli/ Bakery,
 Dry Grocery/Retail, Frozen Foods, Health Foods,
 Meat, Private Label

Trades Called On: Bakery & Dairy Wholesalers,
 Candy & Tobacco Wholesalers, Convenience,
 Discount & Drug Stores, Deli Trade, Wholesalers/
 Distributors, Frozen Food Distributors, Grocery
 Trade, Hypermarkets, Mass Merchandisers, Military
 Installations, Produce Wholesalers, Service & rack
 Merchandisers, Variety & Dept. Store Trade,
 Vending Trade, Wholesale/Price Clubs, Specialty
 Food Distributors

Services: Providing National sales & marketing
 services representing manufacturers supplying the
 grocery, drug, mass merchandisers, club,
 convenience, dollar store & hardware trades. Full
 head office, retail and complete administrative
 services are provided nationally in Canada.
 Concord also offers buy/sell relationships and
 supplies marketing services to a number of its
 clients.

Crossmark Canada
 7777-10th Street NE., Suite 105
 Calgary, Alberta T2E 8X2
Tel: 403-516-0211 **Fax:** 403-516-0214
Contact: Bruce Forbes, Vice President
Email: bruce.forbes@crossmark.com

Product Categories: Beverages,
 Confectionery/snack foods, Dairy/Deli/ Bakery, Dry
 Grocery/Retail, Frozen Foods, Meat, Private Label,
 Produce, Pet Foods/Suppliers, Fresh Seafood

Trades Called On: Candy and Tobacco
 Wholesalers, Convenience Stores, Deli Trade,
 Discount Stores, Drug Store,
 Wholesalers/Distributors, Frozen Food Distributors,
 Grocery Trade, Hypermarkets, Mass Merchandisers,
 Produce Wholesalers, Service and Rack
 Merchandisers, Variety/ Department Store Trade,
 Wholesale/Price Clubs, Specialty Food Distributors

First National Food Brokerage Inc.
 7703 30th Street, SE., Unit D.
 Calgary, Alberta T2C 1V4
Tel: 403-236-7871 **Fax:** 403-236-7892
Contact: Doug Mettam, General Manager
Email: dmettam@idfoods.com

Product Categories: Beverages,
 Confectionery/Snack Foods, Dry Grocery/ Retail,
 Frozen Foods, Foodservice, Health Foods, Pet
 Foods/Supplies, Private Label, Fresh Seafood
Trade Called On: Convenience Stores, Drug
 Stores, Foodservice & Institutional Supply, Frozen
 Food Distributors, Grocery Trade, Hypermarkets,
 Mass Merchandisers, Wholesale/Price Clubs,
 Specialty Food Distributors, Foodservice Operators

Shirra Panwest Sales
 3815-16 Street, S.E.
 Calgary, Alberta T2G 4W5
Tel: 403-290-1838 **Fax:** 403-265-7347
Contact: Hessel Kielstra, President
Email: hessel@telusplanet.net

Product Categories: Beverages,
 Confectionery/Snack Foods, Dairy/Deli/ Bakery,
 Dry Grocery/Retail, Frozen Foods, General
 Merchandise, Health Foods, Industrial/Ingredients,
 Meat, Produce, Private Label
Trades Called On: Bakery and Dairy Supply
 Wholesalers, Candy and Tobacco Wholesalers,
 Convenience Stores, Deli Trade, Discount Stores,
 Drug Store, Wholesalers/Distributors, Frozen Food
 Distributors, Grocery Trade, Mass Merchandisers,
 Produce Wholesalers, Wholesale/Price Clubs,
 Specialty Food Distributors
Services: Food broker and wholesaler distributor

covering Western Canada from Vancouver Island through to Thunder Bay, Ontario. Calling on all head office accounts in Western Canada for Drug, Hardware and Grocery.

Simon Zucker & Associates

218 Hawktree Bay, NW.

Calgary, Alberta T3G 2Z3

Tel: 403-208-9098 **Fax:** 403-241-9049

Contact: Fred Hunt, Director, Sales & Marketing

Email: fhunt@szasales.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health Foods, Meat, Private Label, Fresh Seafood

Trades Called On: Deli Trade, Drug Store, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors

SASKATCHEWAN

Acosta Canada

#215-2750 Faithful Avenue

Saskatoon, Saskatchewan S7K 6M6

Tel: 306-244-0141 **Fax:** 306-244-3080

Web: www.acosta.com

Contact: Doug Lawrence, Executive Vice President & General Manager Western Canada

Email: dlawrence@acosta.com

Product Categories: Beverages, Confectionery/ Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce Pet Foods/Supplies, Fresh Seafood

Trades Called On: Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Grocery Trade Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators

Services: Food brokerage and packaging

Concord National Inc.

1805 8th Avenue, Suite 110, Regina, Saskatchewan S4R 1E8

Tel: 306-789-9937 **Fax:** 306-721-2770

Web: www.concordnational.com

Contact: Cecil Petkau, Territory Manager, Regina

Email: barbara.ricci@concordnational.com

Concord National

2002 Quebec Avenue, Suite 236, Saskatoon, Saskatchewan S7K 1W4

Tel: 306-652-9212 **Fax:** 306-244-1984

Web: www.concordnational.com

Contact: Bob Aebig, Branch Manager, Saskatoon

Email: bob.aebig@concordnational.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli, Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

Trades Called On: Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service and Rack Merchandisers, Variety/Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

Services: Providing national sales and marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

MANITOBA

Acosta Canada

25 Scurfield Blvd., Unit #2, Winnipeg, Manitoba R3Y 1G4

Tel: 204-633-7594 **Fax:** 204-633-3480

Web: www.acosta.com

Contact: Doug Lawrence, Executive Vice President & General Manager Western Canada

Email: dlawrence@acosta.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce Pet Foods/Supplies, Fresh Seafood

Trades Called On: Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators

Services: Food brokerage and packaging

Concord National

74 Mandalay Drive

Winnipeg, Manitoba R2P 1V8

Tel: 204-774-0751 **Fax:** 204-774-0835

Web: www.concordnational.com

Contact: Rudy Wiebe, Branch Manager, Winnipeg

Email: rudy.wiebe@concornantional.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli, Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

Trades Called On: Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

Services: Providing national sales and marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada.

Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

W.H. Escott Co. Ltd.

95 Alexander Avenue

Winnipeg, Manitoba R3B 2Y8

Tel: 204-942-5127 **Fax:** 204-943-5320

Contact: Ray Prokopchur, President & CEO **Email:** raypro@escott.mb.ca

Product Categories: Dry Grocery/Retail, Foodservice, General Merchandise, Private Label

Trades Called On: Bakery and Dairy Supply Wholesalers, Foodservice & Institutional Supply, Wholesalers/Distributors, Grocery Trade, Specialty Food Distribution, Foodservice Operators

Services: Food brokerage and packaging

ONTARIO

Acosta Canada

250 Rowntree Dairy Road

Vaughan, Ontario L4L 9J7

Tel: 905-264-0466 **Fax:** 905-265-9131

Company Email: email@thomaslargesinger.com

Web: www.acosta.com

Contact: Peter Singer, President

Email: psinger@acosta.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce, Pet Foods/Supplies, Fresh Seafood

Trades Called On: Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators

Services: Marketing

Advantage Sales & Marketing Canada Inc.

5915 Airport Road, Suite 700

Mississauga, ON L4V 1T1
Tel: 905-678-9495 **Ext.** 17
Fax: 905-678-3140
Contact: Boyd Stevens, President & CEO
Email: boyd.stevens@asmcanada.com

Product Categories: Beverages, confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label
Trades Called On: Convenience Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators.
Services: Service organization offering diversified, full services in the Consumer Packaged goods industry to retail and wholesale outlets.

Advantage William M. Dunne & Associates Ltd.
 10 Director Court, Suite #300
 Woodbridge, ON L4L 7E8
Tel: 905-856-5240 **Fax:** 905-856-5241
Contact: Bob Brema, President & CEO
Email: rjbrema@asmc-wndunne.com

Product Categories: Beverages, Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label
Trades Called On: Convenience Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators
Services: Service organization offering diversified, full services in the Consumer Packaged goods industry to retail and wholesale outlets.

Becker Marketing & Sales Ltd.

360 Deerhide Crescent
 North York, Ontario M9M 2Y6
Tel: 416-740-9266 **Fax:** 416-740-9890
Contact: Ian Kirton, Vice-President
Email: ikinton@beckermktg.com

Product Categories: Dry Grocery/Retail, Frozen Foods, Foodservice, Industrial/ Ingredients, Meat, Private Label
Trades Called On: Bakery and Dairy Supply Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Stores, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Industrial Trade, Mass Merchandisers, Military Installations, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

SBM Food Sales & Marketing Inc.
 201-10212 Yonge Street
 Richmond Hill, Ontario L4C 3B6
Tel: 905-737-1304 **Ext.** 21
Fax: 905-737-6829
Company Email: info@sbm-c.com
Canadian Web: www.sbmfoods.com
US Web: www.corbranz.com
Contact: Stan Boigon, President
Email: stanboigon@sbm-c.com

Product Categories: Dry Grocery/Retail, Frozen Foods, Health & Beauty Care, Health Foods, Produce, Private Label
Trades Called On: Wholesalers/Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs
Services: Primary function, Sales & Marketing of packaged consumer goods. Primary focus, Private Label and niche products. Primary Market, Ontario, including national head offices of Loblaws and Sobey's. Secondary Market, Associated with other sales & marketing companies across Canada thereby offering National coverage. Associated with Corbranz & Associates LLC in the U.S.

Compass Food Sales Company Ltd.

260 Industrial Parkway North
Aurora, Ontario L4G 4C3
Tel: 905-713-0167 **Fax:** 905-713-0540
Contact: Ron V. Fenwick, President
Email: rvf@compassfoodsales.com

Product Categories: Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Foodservice, General Merchandise, Health Foods, Industrial/ Ingredients, Produce, Private Label
Trades Called On: Bakery and Dairy Supply Wholesalers, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Industrial Trade, Mass Merchandisers, Produce Wholesalers, Variety/Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators, Candy and Tobacco Wholesalers, Convenience Stores, Discount Stores, Drug Store
Services: Compass Foods specializes in the importing, processing, marketing and sales of baking, snacking and general merchandise products. Core products are dried fruits, nuts, marshmallows and honey. Compass offers a range of Compass Brand, Private Label and agency sold products to retail and wholesale customers

Concord National Inc.
315 Traders Blvd. East, Unit #4, Mississauga, ON L4Z 2E5
Tel: 905-507-0403 **Fax:** 905-507-1646
Web: www.concordnational.com
Contact: Dave Patterson, National Director
Email: dave.patterson@concordnational.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli, Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label
Trades Called On: Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce

Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors
Services: Providing national sales and marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

Crossmark Canada
5800 Explorer Drive, Suite 330, Mississauga, ON L4W 5K9
Tel: 905-507-6222 **Fax:** 905-507-6323
Web: www.crossmark.ca
Contact: Ian Bryans, Vice-President
Email: ian.bryans@crossmark.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood
Trades Called On: Candy and Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Wholesale/Price Clubs, Specialty Food Distribution

First National Food Brokerage Inc.
26 Claireville Drive
Etobicoke, ON M9W 5T9
Tel: 416-679-0833 **Fax:** 416-679-8601
Contact: Leo Meyer, General Manager
Email: lmeyer@idfoods.com

Product Categories: Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocer/ Retail, Frozen Foods, Foodservice, General Merchandise, Meat, Private Label, Fresh Seafood

Trades Called On: Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

Stefan Daniel International Marketing Group

4246 Golden Orchard Drive
Mississauga, ON L4W 3G3

Tel: 905-238-9009 **Fax:** 905-624-6823

Contact: Mario Pascucci, President

Email: mpascucci@sprint.ca

Product Categories: Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, Foodservice, General Merchandise, Meat, Private Label, Fresh Seafood

Trades Called On: Candy and Tobacco Wholesalers, Convenience Stores, Deli Trade, Drug Store, Foodservice and Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Variety/Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors

Services: Stefan Daniel is a niche broker that specializes in developing and executing marketing programs for its principals. These programs include sales calls at retail head office and at food service accounts. They have extensive experience in a number of profile product categories.

Madison Avenue Retail Brands Inc.

2810 Matheson Blvd. East, Suite 200, Mississauga, ON L4W 4X7

Tel: 905-212-9811 **Fax:** 905-212-9893

Contact: Frank Maccarone, Vice President

Email: maccaronef@madisonavenue.ca

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Industrial/ Ingredients, Meat, Produce, Pet Foods/ Supplies, Private Label, Fresh Seafood

Trades Called On: Bakery and Dairy Supply

Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors

Services: Development, sales and marketing of private label food products for North America Supermarkets as well as branded products to warehouse clubs and super markets

A.S. May Powell Corporation

2475 Skymark Avenue, Unit #1, Mississauga, ON L4W 4Y6

Tel: 905-625-9306 **Ext.** 260 **Fax:** 905-625-9413

Contact: Dave Cardy, President

Email: cdardy@asmp.cbpowell.com

Product Categories: Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Produce, Private Label

Trades Called On: Bakery and Dairy Supply Wholesalers, Deli Trade, Discount Stores, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs

Services: Sell and service principal products to customers in 5 areas of specific focus, Grocery, Produce, Meat & Deli, Health & Beauty Care and Private Label.

T. McConnell Sales & Marketing Ltd.

70 East Beaver Creek Road, Suite 204, Richmond Hill, Ontario L4B 3B2

Tel: 905-771-7300 **Fax:** 905-771-7304

Contact: Graham McConnell, President **Email:** TMC@globelnet.net

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Pet Foods/Supplies, Private Label

Trades Called On: Candy and Tobacco Wholesalers, Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Variety/Department Store Trade, Wholesale/ Price Clubs

McCormack Bourrie Sales & Marketing

1080 Tistar Drive, Unit 3

Mississauga, On L5T 1P1

Tel: 905-670-3663 **Fax:** 905-670-2277

Contact: Paul Bourrie, President & CEO **Email:** mccormackbourrie@on.aibn.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Meat, Produce, Private Label, Fresh Seafood

Trades Called On: Bakery and Dairy Supply Wholesalers, Candy and Tobacco Wholesalers, Deli Trade, Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Paper and Janitorial Supply Wholesalers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice operators

Services: Head Office Retail, Retail Baker/Deli, Retail Meat/Seafood, Foodservice Distributors, Foodservice Operators and Foodservice National Chains

Murphy's Food Sales & Marketing

2000 Agrentia Road, Plaza 1, Suite 270,

Mississauga, ON L5N 1P7

Tel: 905-826-3242 **Fax:** 905-826-1151

Contact: Peter Murphy, Vice President **Email:** peter@murphyfoodsales.com

Product Categories: Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, Produce, Private Label

Trades Called On: Convenience Stores, Discount Stores, Grocery Trade, Wholesale/ Price Clubs

Services: Murphy's is an Ontario based sales agency representing manufacturers from the U.S.

and Canada at both the head office and banner levels of major chain groups. In addition to new product listings, marketing representations, sales reports, and logistics, Murphy's provide a store merchandising program.

Northbud Distributors Ltd.

21-315 Traders Blvd.

Mississauga, ON L4Z 3E4

Tel: 905-890-2468 **Fax:** 905-890-2795

Contact: Thomas Trenholme, President **Email:** ttrenholme@northbud.com

Product Categories: Dairy/Deli/Bakery, Meat

Trades Called On: Deli Trade, Drug Store, Wholesalers/Distributors, Grocery Trade, Wholesale/Price Clubs

Services: Broker/Distributors of meat and deli products

R.H. Sulker Sales Ltd.

4220 Steeles Ave. West, Unit 12& 13, Woodbridge, ON L4L 3S8

Tel: 905-856-2808 **Fax:** 905-836-5653 **Co. Email:** info@sulker.com

Contact: Rick Sulker, President

Email: ricks@sulker.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health Foods, Industrial/Ingredients, Produce, Private Label, Fresh Seafood

Trades Called On: Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Variety/Department Store Trade, Vending Trade, Wholesale/Price Clubs, Foodservice Operators

Services: Retail and Food Service coverage, Ontario only, Private Label retail for all Canada and all major chains. Marketing services plus invoicing

Thomas, Large & Singer Inc.

250 Rowntree Dairy Road
 Vaughan, ON L4L 9J7
Tel: 905-265-1800 **Fax:** 905-851-7837 **Email:**
psinger@thomaslargesinger.com
Product Categories: Beverages,
 Confectionery/Snack Foods, Dry Grocery/Retail,
 Frozen Foods, Health & Beauty Care,
 Industrial/Ingredients, Private Label, Fresh Seafood
Trades Called On: Grocery Trade, Industrial
 Trade, Mass Merchandising
Services: Warehouse facilities, logistics, corporate
 brands (private label) and industrial

Simon Zucker & Associates
 3080 Yonge Street, Suite 5010
 Toronto, ON M4N 3N1
Tel: 416-889-8277 **Fax:** 416-489-7657
Contact: Simon Zucker, President
Email: szucker@szasales.com

Product Categories: Beverages,
 Confectionery/Snack Foods, Dairy/Deli/ Bakery,
 Dry Grocery/Retail, Frozen Foods, General
 Merchandise, Health Foods, Meat, Private Label,
 Fresh Seafood
Trades Called On: Deli Trade, Drug Store, Frozen
 Food Distributors, Grocery Trade, Hypermarkets,
 Mass Merchandisers, Wholesale/Price Clubs,
 Specialty Food Distributors

QUEBEC

Acosta Canada
 1700 Lionel Bertrand Blvd.
 Boisbriand, Quebec J7H 1N7
Tel: 450-435-1000 **Fax:** 450-435-1763 **Web:**
www.acosta.com
Contact: Greg Bellas, Executive VP & General
 Manager Quebec
Email: gbellas@acosta.com

Product Categories: Dry Grocery/Retail,
 Foodservice, General Merchandise, Private Label
Trades Called On: Bakery & Dairy Supply
 Wholesalers, Food Service Y Institutional Supply,
 Wholesalers/Distributors, Grocery Trade, Specialty

Food Distributors, Foodservice Operators
Services: Food brokerage and packing

Advantage Sales & Marketing Canada -CDL
 1301 Gay-Lussac
 Boucherville, Quebec J48 7K1
Tel: 450-449-4171 **Fax:** 450-449-3775
Contact: Pierre Taillebois, Senior Partner **Email:**
pierret@cdl.ca

Product Categories: Beverages,
 Confectionery/Snack Foods, Dairy/Deli/ Bakery,
 Dry Grocery/Retail, Frozen Foods, Foodservice,
 General Merchandise, Health & Beauty Care,
 Health Foods, Meat, Pet Foods/Supplies, Private
 Label
Trades Called On: Candy and Tobacco
 Wholesalers, Convenience Stores, Deli Trade,
 Discount Stores, Drug Stores, Foodservice &
 Institutional Supply, Wholesalers/Distributors,
 Frozen Food Distributors, Grocery Trade,
 Hypermarkets, Mass Merchandisers, Military
 Installations, Service and Rack Merchandisers,
 Variety/ Department Store Trade, Vending Trade,
 Wholesale/Price Clubs, Specialty Food Distributors,
 Foodservice Operators
Services: Providing Sales & Merchandising
 services in all retail and foodservice channels

Alimentation Impact Inc.
 145 Montee de Liesse, Bureau #3,
 St-Laurent, Quebec H4T 1T9
Tel: 514-737-2977 **Fax:** 514-737-9967
Email: impact_inc@qc.aira.com
Web: www.alimentationimpact.qc.ca
Contact: Charles S. Tanguay, President
Email: ctanguay@qc.aira.com

Alimentation Impact Inc. (Quebec City Office)
 1900, Place Cote, Bureau #105
 Quebec, Quebec G1N 3Y5
Tel: 418-688-9441 **Fax:** 418-688-4678

Product Categories: Dairy/Deli/Bakery, Frozen
 Foods, Foodservice, General Merchandise, Meat,
 Private Label

Trades Called On: Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Produce Wholesalers, Vending Trade, Foodservice Operators

Services: Foodservice broker. Sales agency, marketing, market surveys, translation for the Province of Quebec.

Crossmark Canada

1111 rue St-Charles ouest, Suite #453, Longueuil, Quebec J4K 5G4

Tel: 450-646-6500 **Fax:** 450-646-1603

Web: www.crossmark.ca

Contact: Jacques D'Aoust, V.P.

Email: jacques.d'aoust@crossmark.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocer/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood
Trades Called On: Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service and Rack Merchandisers, Variety/Department Store Trade, Wholesale/Prices Clubs, Specialty Food Distributors

First National Food Brokerage Inc.

1800 Autoroute Laval,
Laval, Quebec H7S 2E7

Tel: 450-687-2680 **Fax:** 450-682-4797

Contact: Frank DiBlasio, President

Email: frankd@idfoods.com

Product Categories: Beverages, Confectionery/Snack Foods, Dry Grocery/ Retail, Frozen Foods, Foodservice, Health Foods, Pet Foods/Supplies, Private Label, Fresh Seafood
Trades Called On: Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

Les Aliments S.Z.A. du Quebec Inc.

5900 Cousineau Boulevard, Bureau #360
Saint-Hubert, Quebec J3Y 7R9

Tel: 450-656-9339 **Fax:** 450-656-3379

Contact: Serge Cote, Director, Sales & Marketing

Email: alim.sza@qu.aira.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health Foods, Meat, Private Label, Fresh Seafood

Trades Called On: Deli Trade, Drug Store, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors

Les Vertes Prestige Sales Inc.

50 Place Cremazie West, Suite 700
Montreal, Quebec H2P 2T4

Tel: 514-381-8815 **Fax:** 514-381-0844

Contact: Michael Korenberg, President

Email: mkorenberg@prestigesales.com

Product Categories: Beverages, Confectionery/Snack Foods, Dry Grocery/ Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Private Label

Trades Called on: Discount Stores, Dry Store, Wholesalers/Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Variety/Department Store Trade, Wholesale/Price Clubs

Services: Providing insight and expertise at all levels of the marketing chain; from the initial launch of a concept to the ongoing sales strategies necessary to make an item successful.

Madison Avenue Retail Brands Inc.

700 Bord du Lac
Dorval, Quebec H9S 2B8

Tel: 514-631-2795

Fax: 514-631-5795

Contact: Bruce Blyth, President

Email: blythb@madisonavenue.ca

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Industrial/Ingredients, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood

Trades Called On: Bakery and Dairy Supply Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors

Services: Development, sales and marketing of private label food products for North America Supermarkets as well as branded products to warehouse clubs and super markets.

Quali-Snack Distribution Inc.

6402 Trans Canada Highway
Saint Laurent, Quebec H4T 1X4
Tel: 514-344-5252 **Fax:** 514-344-5144

Contact: Albert Boucher, President
Email: bouchera@quali-snack.com

Product Categories: Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Foodservice, Private Label

Trades Called On: Bakery and Dairy Supply Wholesalers, Convenience Stores, Drug Store, Grocery Trade, Mass Merchandisers

Services: Direct store's distribution network. Fully equipped with retail hand held computers. Covering the province of Quebec for all classes of trade and making business on a buy and sell type of selling.

Van de Water-Raymond Ltd.

2300 Monterey Road
Laval, Quebec H7L 3H9
Tel: 450-688-7580 **Fax:** 450-681-7775

Web: www.vandwaterraymond.com
Contact: Yves Raymond, President
Email: raymondy@vandewaterraymond.com

Product Categories: Beverages, Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label
Trades Called On: Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Variety/Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

ATLANTIC PROVINCES

Acosta Canada

67 Wright Avenue
Dartmouth, Nova Scotia B3B 1H2
Tel: 902-468-2007 **Fax:** 902-468-4899
Web: www.acosta.com

Contact: Mike McKinley, Executive Vice President & General Manager, Atlantic Canada
Email: mmckinley@acosta.com

Acosta Canada

18 Argyle Street, Suite 301
St. John's, Newfoundland A1A 1V3
Tel: 709-754-2840 **Fax:** 709-754-8935

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Product, Pet Foods/Supplies, Fresh Seafood
Trades Called On: Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators
Services: Food Brokerage & Packaging

A.G. Brown & Sons Ltd.

3500 Kempt Road
Halifax, Nova Scotia B3K 5L8

Tel: 902-453-0350 **Fax:** 902-454-4528

Contact: Jim Brown, Vice President

Email : jbrown@agbrown.ca

Contact: Bob Brown, Vice President

Email: bbrown@agbrown.ca

Contact: Todd Watson, Vice President

Email: twatson@agbrown.ca

A.G. Brown & Sons Limited

P.O. Box 8403

Manuels, Newfoundland A1X 1B2

Tel: 09-834-7450 **Fax:** 709-834-7451

Contact: Chris O'Driscoll, Sales Manager

Email: codriscoll@roadrunner.nf.net

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Equipment/Supplies, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood

Trades Called On: Bakery & Dairy Supply Wholesalers, Candy&Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Stores, Foodservice& Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Stores Trade, Vending Trade, Wholesale/Price Clubs, Foodservice Operations

Service: Atlantic Canada

Advantage Sales & Marketing Canada Inc.

100 Simmonds Drive, Dartmouth, Nova Scotia B2Y 3Y9

Tel: 902-468-1501 **Fax:** 902-468-1412

Contact: Hillard Graves, President, Atlantic Region

Email: Hgraves@amca.ns.ca

Product Categories: Beverages, Confectionery/Snack Foods, Dry Grocery /Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet

Foods/Supplies, Private Label

Trades Called On: Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

Services: Service organization offering diversified, full services in the Consumer Packaged goods industry to retail and wholesale outlets

Concord National Inc.

55 Weston Court,

Dartmouth, N.S. B3B 1X4

Tel: 902-468-8990 **Fax:** 902-468-2262

Web: www.concordnational.com

Contact: Doug Reid, President, Atlantic Region

Email: doug.reid@concordnational.com

Concord National Inc.

93 Glencoe Drive, Donovan's Ind. Park

St. John's Newfoundland A1B 3M9

Tel: 709-368-8336 **Fax:** 709-747-3428

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocer/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

Trades Called On: Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service & Rack Merchandisers, Variety/Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors.

Creightons Limited

73 Tacoma Drive, Suite 604

Dartmouth, Nova Scotia B2W 3Y6

Tel: 902-468-1875 **Fax:** 902-4658-3295

Email: sales@creightonslimited.com

Contact: Juanita Sams, Vice President

Email: jsams@creightonslimited.com

Product Categories: Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, Private Label

Trades Called On: Wholesalers/ Distributors, Grocery Trade, Wholesale/Price Clubs

Services: Full service food broker offering sales, marketing, invoicing, importing/ customs clearance, distribution and warehousing services for Eastern Canada. Represent retail and foodservice products, private label and branded.

Crossmark Canada

201 Brownlow Avenue, Suite 44

Dartmouth, Nova Scotia B3B 1W2

Tel: 902-481-0120 **Fax:** 902-468-3912

Web: www.crossmarke.ca

Contact: Don Gillis, Vice President

Email: don.gillis@crossmark.com

Product Categories: Beverages, Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Product, Pet Foods/Supplies, Private Label, Fresh Seafood

Trades Called On: Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service & Rack Merchandisers, Variety/ Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors

Source: Canadian Grocery Magazine, June/July 2002 Issue